



# **Globalstar**<sup>TM</sup>

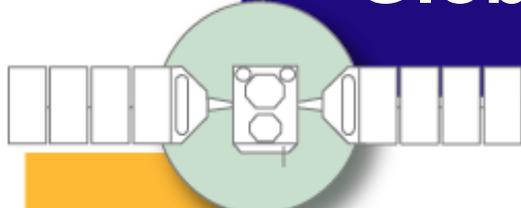
## “Making The Rural Connection”

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# Globalstar



## Rural Fixed Service



## Mobile Voice



## Narrow Band & High Speed Data



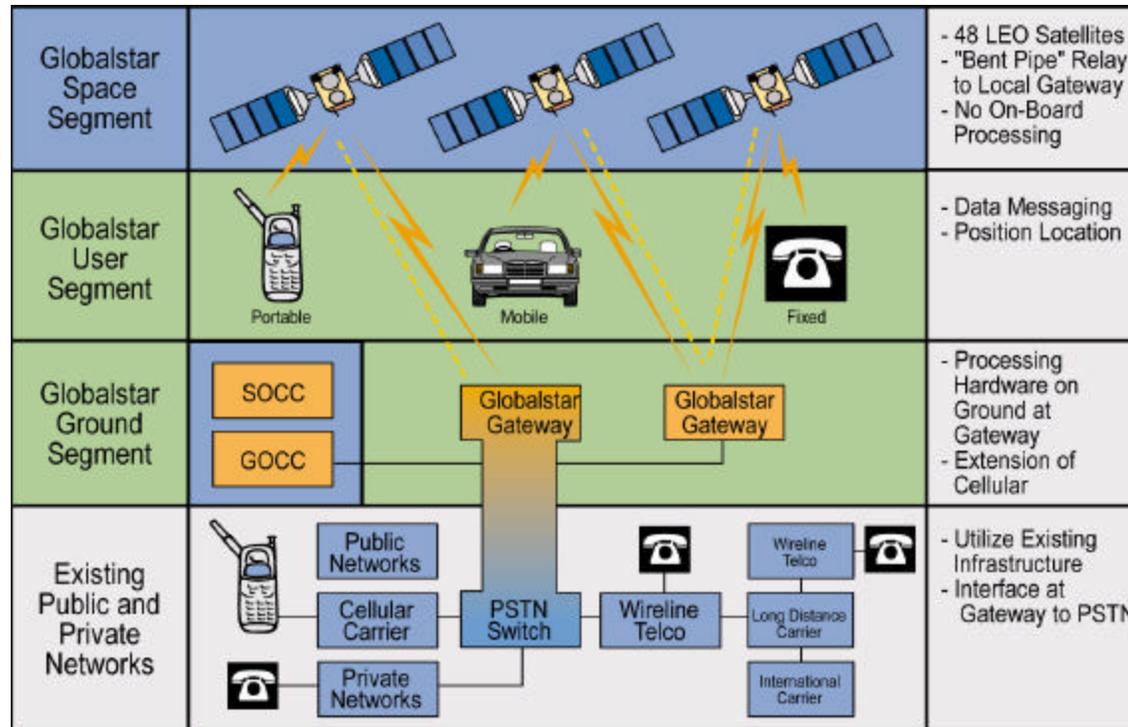
### ***Globalstar's satellite network provides:***

- Extends POTS access to anywhere in the United States of America, including high cost, low income regions
- Narrow band and high speed data for email, web sessions, and document exchange.
- Top-rated voice quality and data reliability makes Globalstar a compelling option for Universal Service Access.

Globalstar, located in San Jose, California, provides satellite voice and data services throughout the United States of America as well as over 100 other countries around the world. Globalstar, has recently been purchased by Thermo Companies (pending FCC approval) and is expected to finalize restructuring in 90 days.

# Globalstar

**Globalstar is the only satellite provider that uses QUALCOMM CDMA technology. This is a tremendous advantage for an RF environment like mobile “line of sight” satellite. CDMA technology is a core driver of Globalstar’s top rated voice and data quality.**



■ Globalstar   
 ■ Service Providers

# Why Globalstar For Rural Telecom?

Globalstar is experiencing a renaissance now that it's financial future has been secured and its cost structure has been greatly reduced. These facts in combination with others unique to the Globalstar system now makes it a viable solution for rural users:

## *Quality*

- Voice quality comparable to and often better than cellular in most cases.
- Highly reliable, even during black outs and national emergencies, Globalstar continues providing access without interruption.

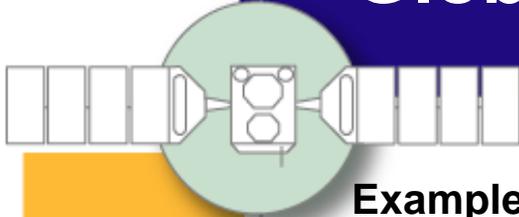
## *Simplicity*

- Standard North American dialing patterns. Standard NPA/NXX for receiving calls as well.
- Fixed units support standard desk sets or PBX extensions.
- 911 services supported.

## *Value*

- Price per minute as low as \$0.17 per minute anywhere in US/CAN.
- Handset street price of \$499 and POTS in the home for under \$1,000.

# Globalstar Health & Safety



Examples of how “Health and Safety” professionals use Globalstar in rural areas:

- “California Urban Search and Rescue Task Force 3” used Globalstar for Shuttle Columbia Recovery in Texas.



- National Communications System used over 500 satellite phones as part of security telecommunications network during the Salt Lake City Olympic Games.



- Numerous Native American Nations are using Globalstar as primary communications for voice and data.



# Globalstar - Health & Safety (continued)

The government sector is Globalstar's fastest growing segment today.

- **FEMA**
- **State Emergency Management Agencies**
  - Arizona
  - New York
  - Nebraska
- **U.S. Forest Service**
  - The National Interagency Fire Center, Boise, ID
- **U.S. Border Patrol**
- **U.S. Marshals**
- **South Dakota and Louisiana Offices of the Governor**



**FEMA**

# Globalstar - Case Study One

Iroquois Healthcare Alliance, voice and data “Rural Emergency Demonstration Project”. Globalstar is genuinely challenging the cost justifications for private radio systems.

- IHA - 29 hospitals in upstate New York



- Adirondack region notorious for poor communications coverage
- Hospitals required to connect to four separate data networks for alerts and incident reporting
- Connection is a condition of receiving state funding
- Redundant voice and data communications comply with Bio Terrorism Act requirements



*Globalstar roof top satellite antenna installations for Iroquois Healthcare Alliance*

# Globalstar - Case Study Two

Adirondack Rural Health Network, as featured in *Journal of Emergency Services (reprints available at booth)*.

- **Globalstar phones help EMS agencies provide emergency care in compliance with state Medical Control regulations.**
- **Ambulances needed to communicate with the ER but could not get consistent, reliable radio signals, which impacted ability to give care.**
- **Globalstar was used for rescue within 72 hours of deployment.**
- **Service was intuitive, minimal training required, quick deployment.**



# Globalstar - Case Study Three

Numerous individuals credit Globalstar with saving their lives in rugged and remote terrain.

**North Cascades National Park - Lou Barth, day hiker stranded on rock ledge for 24 hours.**

- Used his Globalstar phone to call for help.
- Rescue coordinated by Globalstar operator, U.S. Park Service and U.S. Navy.
- Most complex rescue ever conducted in that region.



*Lou Barth pictured using his Globalstar phone immediately following his rescue*

# Globalstar - Case Study Four

**Native Americans and their use of Globalstar include the Navajo, Coleville, and Zuni Nations throughout the North/Southwest.**

- **Tribal Law Enforcement - Voice and data applications in “unserved” territories. Globalstar connects with National Crime Information Center (NCIC).**
- **Officers can conduct NCIC “Wants and Warrants” search using Globalstar handset/car kit connected to ruggedized laptops.**
- **Round-trip response time from inquiry, through Globalstar system, through VPN and to the NCIC ranged from 4 to 10 seconds (depending on whether logged on or not).**
- **Globalstar’s position location feature can aid in locating officer down.**



# Conclusion



**Globalstar is an affordable, easy to use and cost effective way to extend communications access to rural consumers, civil servants and business.**

- **CDMA Technology by Globalstar has a proven track record for quality and reliability.**
- **Globalstar is already building an installed base of rural health and safety users faster than any other satellite provider.**
- **Globalstar's greatly reduced cost structure creates new and exciting options for rural telephony.**

***The solution for "Making The Rural Connection" is here, now!  
It's name is Globalstar.***